





UrbanGrowth

PASSIONATE



VISIONARY



INNOVATIVE



EXPERIENCED



COMMITTED

PASSIONATE VISIONARIES LEAVING A LEGACY IN PROPERTY INVESTMENT





Urban Growth Property Group ("Urban Growth") is an *independent property investment company* operating in South Africa as well as internationally.



Over the past 15 years, we have become known for our visionary and innovative approach to property investment, revitalising existing properties and creating new urban landmarks within the commercial and industrial arenas. We pride ourselves on our knowledge and expertise coupled with exceptional levels of service.

Urban Growth is driven by the passion to develop spaces for people and businesses looking for an environment where their specific requirements are not only met, but exceeded - places where they can grow and prosper. We specialize in large scale Supply Chain Logistics Industrial Properties.

We are fully committed to preserving our planet and supporting green building principles. We invest in a responsible and sustainable manner.

*"It's not hard to make decisions when you know what your values are."*

ROY DISNEY





*“Urban Growth is focused on adding economic value to urbanisation growth in South Africa and beyond. We specialize in large scale Supply Chain Logistics Industrial Property. Our people and strategic partners are world-class property professionals who maximise the human and investment capital returns on projects we choose to participate in.”*

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COLIN YOUNG







*Our values are the cornerstone* of who we are and how we do business: We always make principle-based decisions.



F A I R



F O C U S E D



A C C O U N T A B L E



I N N O V A T I V E



R E L I A B L E







Our vision is to build a high quality portfolio of large scale Supply Chain Logistics Industrial Properties in South Africa and beyond, with a specific focus on sustainability and clean energy sources.



In line with worldwide emerging urban growth trends, we have implemented key strategies to ensure delivery on future requirements:

### 1. ACQUIRE ASSETS

- Source new property investments
- Calculate financial viabilities
- Design development solutions
- Structure debt and equity optimally
- Manage the deal process to completion
- Focus on high growth logistics hubs in South Africa and beyond

### 2. DEVELOP ASSETS

- Source new high growth development opportunities
- Re-zone land
- Design and develop strategies for development improvements
- Lease space
- Manage professional teams and the construction processes
- Work closely with financial institutions to optimise development funding
- Optimize the bulk of the asset
- Implement solar and generator projects to enhance yield
- Implement solar solutions that provide clean energy to our tenants
- Leasing strategy

### 3. HOLD ASSETS

- Asset manage our property portfolio to optimize returns
- Manage the day-to-day property management processes
- Maximise the value to the tenant
- Collect the rent and operational costs
- Improve all services
- Monitor expenditure
- Lease renewals





Urban Growth acquires, develops and holds.



Our portfolio acquisition large scale Logistics Supply Chain Industrial Property, predominantly in South Africa and beyond.

Our philosophy is based on partnership – we invest alongside our stakeholders. We have a focused investment view, which is executed free from unnecessary complexity. We are long-term active asset managers, who rely on our independent investment process. We are not constrained in terms of property selection. We care about leaving a positive legacy!

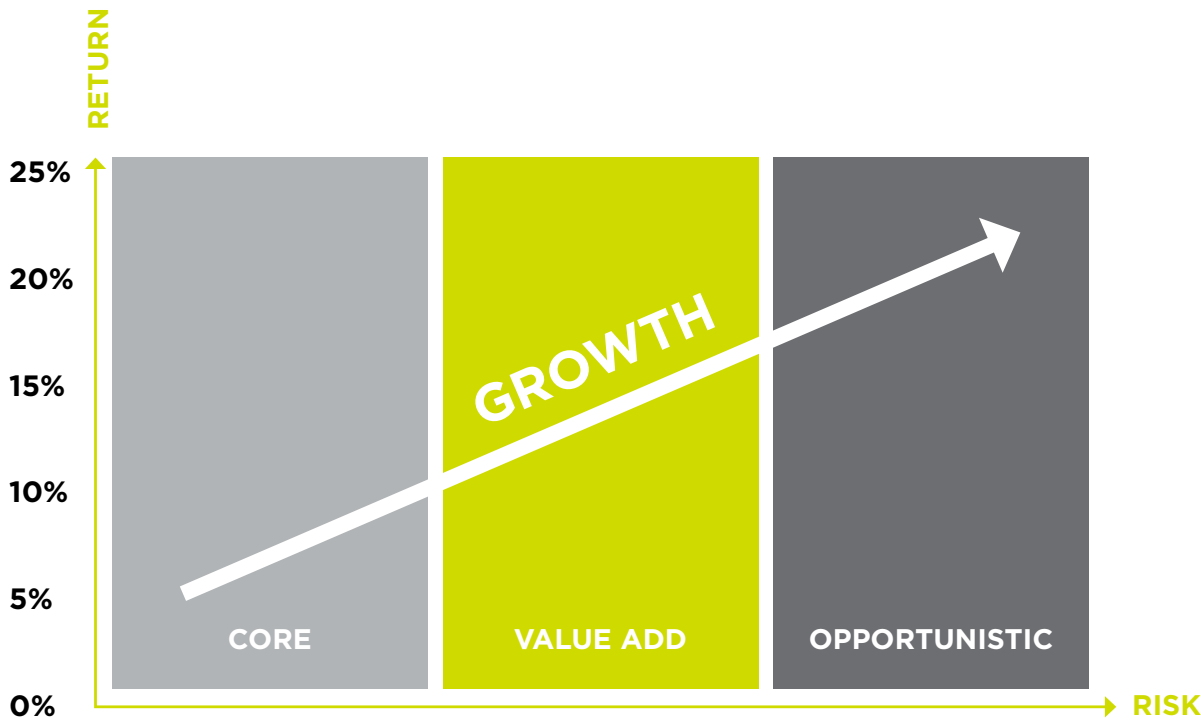
We have a small and exclusive corporate clientele and we are able to service our clients personally. Our services are tailored,

discreet and confidential, and we keep our affairs clear, concise, focused and uncomplicated.

As innovators, we source appropriate property solutions for our corporate clients - especially solar and generator solutions that ensure our clients can operate at their optimal level. Our directors have led many iconic and flagship property developments within South Africa and India. The Portside Office Tower, the tallest building in Cape Town, is a perfect example of this.

Our primary skill is to optimize the attractiveness of the spaces that are let.

Urban Growth primarily focusses on large scale Supply Chain Logistics Industrial ‘moderate risk’ Properties that generate a solid yield and offer strong growth potential mainly within South Africa and beyond. New markets abroad are currently being targeted.



	CORE	VALUE ADD	OPPORTUNISTIC
RISKS	Low Risk	Moderate Risk	High Risk
TARGET RETURNS	5 - 12 % IRR Returns	12 - 25 % IRR Returns	+ 25 % IRR Returns
RETURN COMPOSITION	Income Yield Investment	Income + Capital Growth	Capital Appreciation
HOLDING PERIOD	10+ Years	3-7 Years	5 Years or Fewer
LEVERAGE	Low Gearing < 25%	50-75% Gearing	75-100% Gearing
INVESTMENT PROFILE	Institutional	Value Adding Philosophy	Opportunistic Entrepreneurial
	A Grade Buildings	Brownfield Developments	Greenfields Developments
	AAA Tenanted	Refurbishments	Expansion Capital
	Low Leverage	High Growth Nodes	Low Barriers to Entry



## Colin Young

**BCom (Hons), BCompt (Hons),  
CA (SA), MBA (UCT), PEVC (Harvard)**



Colin is the Group CEO and founding shareholder. He is responsible for strategically leading the group. Colin is a property investment professional, with over 30 years experience in property investing, property development, corporate finance, capital raising and asset management.

His corporate background at Ernst & Young, Woolworths, Old Mutual has stood him in good stead to develop Urban Growth into a powerhouse organisation. At Old Mutual he oversaw numerous property funds, managed in excess of R30 billion AUM (as at 2009), and most of these funds achieved top quartile performance under his watch.

Colin has been instrumental in the property development of many quality assets: including Gateway in Durban, Menlyn Park in Pretoria, Portside Building in Cape Town, Winelands Centre in Stellenbosch, Parow Valley Centre in Parow, Macassar Shopping Centre in Somerset West, Urban Growth Park in Paarl, to name a few.



Colin is a chartered accountant CA(SA) and holds a top of class MBA (cum laude) from University of Cape Town and has studied Private Equity & Venture Capital at Harvard University, USA. He is an excellent motivator of people, enjoys working in cross functional teams and has mentored many young professionals throughout his career. He is a regular lecturer on the UCT Property Masters programme.

## Ross Gregory

**BCom (UCT), PGDM**



Ross is a Director and shareholder of Urban Growth. Ross has an in depth knowledge of the retail property development process, having worked extensively with various development funds.

He is a specialist in traditional and development leasing, as well as property investment. Ross has an extensive network amongst retailers and is a natural deal-maker with strong inter-personal skills and brings energy and dynamism to any team.

Whilst at Old Mutual he was instrumental in raising over R4 billion (2008) for the open-ended Old Mutual Triangle Core Property Fund.

He has an in-depth knowledge of the Capital raising markets and he has been instrumental in growing Urban Growth assets under management through sourcing of new deals.

Ross holds a BCom (Marketing) degree from University of Cape Town and is the Group's key driver of acquisitions and solar implementation.



***“If everyone is  
moving forward  
together, then  
success takes  
care of itself.”***

**H E N R Y F O R D**



It is predicted that by 2050,  
there will be **10 billion**  
**people on the planet.**



Urbanisation rates are increasing at almost 5% annually, e.g. in Cape Town alone that means an increase of 350 000 economically active people into the city every year (as of 2020).

The drive to an urban renaissance and the building of sustainable towns at the urban edge, are crucial for the continued growth of ever expanding cities. We understand the importance of responsible densification and better use of public assets. As more people have to be accommodated, we will create commercial, industrial, retail and residential assets to continually fulfill these demands.

***“In Urbanisation,  
you think big  
because you’re  
thinking decades  
ahead.”***

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**KUSHAL PAL SINGH**





Urban Growth offers state of the art development systems with the objective of finding *the most suitable solution to all property development challenges.*



Our expertise lies in finding OPPORTUNISTIC and VALUE-ADD property investment opportunities, and turning them into CORE investments. We specialize in large scale Supply Chain Logistics Industrial Properties.

### INVESTMENT PHILOSOPHY

We maximise the human and investment capital returns above those achieved in the traditional core investment space.

***“Risk comes from not knowing what you’re doing.”***

**WARREN BUFFET**







Urban Growth Park,  
Paarl, Cape Town



Over a period of four years, Urban Growth has enhanced the value of Urban Growth Park through various improvements. Urban Growth is very responsive to its tenants needs.

The team had the vision and foresight to identify the hidden gems such as Urban Growth Park and turn them into properties to be proud of.

Urban Growth Park is a high security industrial park within the busy industrial and retail node of Paarl - with close proximity to the CBD, major retail centres, the N1 and the rapidly growing residential nodes to the south and gateway to the wine heartland.

“Opportunities  
don’t happen,  
you create them.”

CHRIS GOSSER

Our major Tenants



Property Summary

TOTAL SIZE (SQM): 27 380

TOTAL TENANTS: 18

ANCHOR TENANTS:

LEBONE PAARL LABELS

DRAKENSTEIN MUNICIPALITY

FARBERS

ULTRA LIQUORS

LEASE TERM REMAINING: 5 YEARS

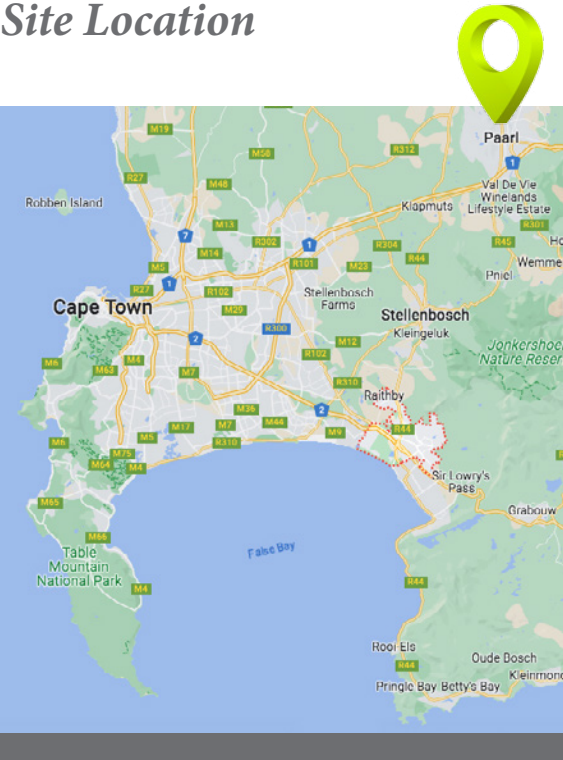
TYPE LEASE: TRIPLE NET LEASES

OTHER: 650 KW SOLAR PLANT WITH

2 000 KVA GENERATOR

VALUATION (JULY 2023): R220 000 000

Site Location



Property Details

The property comprises one sizeable industrial zoned property park and two residential plots north of the industrial site which are being rezoned for 1000m<sup>2</sup> retail. This will be developed in 2024.

The various building components are in good, well-maintained condition, with various sections having been upgraded by either the owner or tenants.

Most recently, 650 KW Solar plant has been installed to supply continous power to the tenants.

Tenants



Lebone Paarl Labels produces pressure-sensitive labels through modern UV flexo and digital self-adhesive printing for wine, spirits, beverages, food, pharmaceutical, healthcare, beauty, craft gin, craft beer, household and petrochemical products.



Drakenstein Municipality is a local municipality located within the Cape Winelands District Municipality in the Western Cape province of South Africa.







## SOMERSET WEST



### Urban Growth Park, Somerset West, Cape Town



Acquired in 2021, these stunning properties are a perfect example of Urban Growth's strategy.

A massive solar project has been initiated to offer alternative power sources.

Urban Growth Park Somerset West comprises two large properties occupied by one tenant situated on the N2 highway offering great visibility.

*“By far the greatest  
and most admirable  
form of wisdom is that  
needed to plan and  
beautify cities and  
human communities.”*

S O C R A T E S

### Property Summary

**TOTAL SIZE (SQM):** 7 800 and 14 200 ON A TOTAL  
PLOT SIZE OF 9 HECTARES

**TOTAL TENANTS:** 1

**ANCHOR TENANTS:** ALPLA

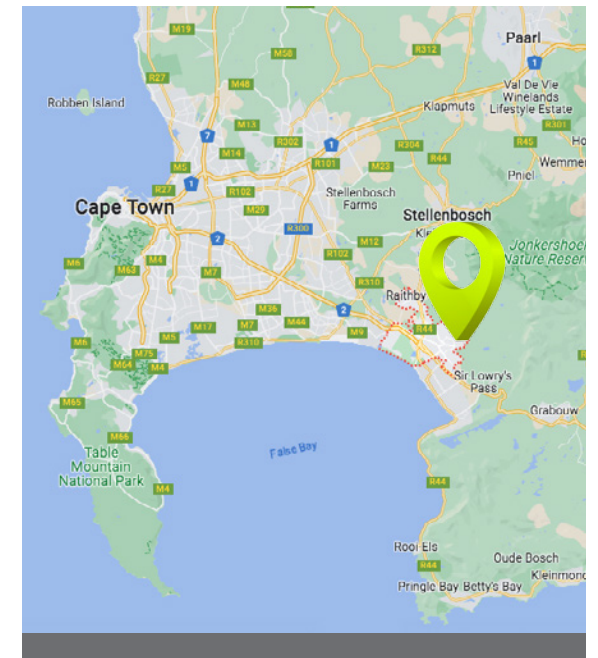
**LEASE TERM REMAINING:** 6 YEARS

**TYPE LEASE:** TRIPLE NET LEASES

**OTHER:** 1 MW SOLAR PLANT WITH  
2 X 350 KVA GENERATORS

**VALUATION (JULY 2023):** R150 000 000

### Site Location



### Property Details

The property comprises two A-grade industrial buildings utilised for manufacturing and warehouse purposes. The properties are situated in Somerset West Business Park, enjoys N2 access and has been purpose-built for the tenant, ALPLA, a plastic packaging manufacturer.

This larger L-shaped building includes a double-storey office and a double-volume warehouse component. The office section consists of a reception, various open-plan and private offices, boardroom, meeting rooms, kitchen, sufficient WC facilities, walk-in safe server room and laboratories.

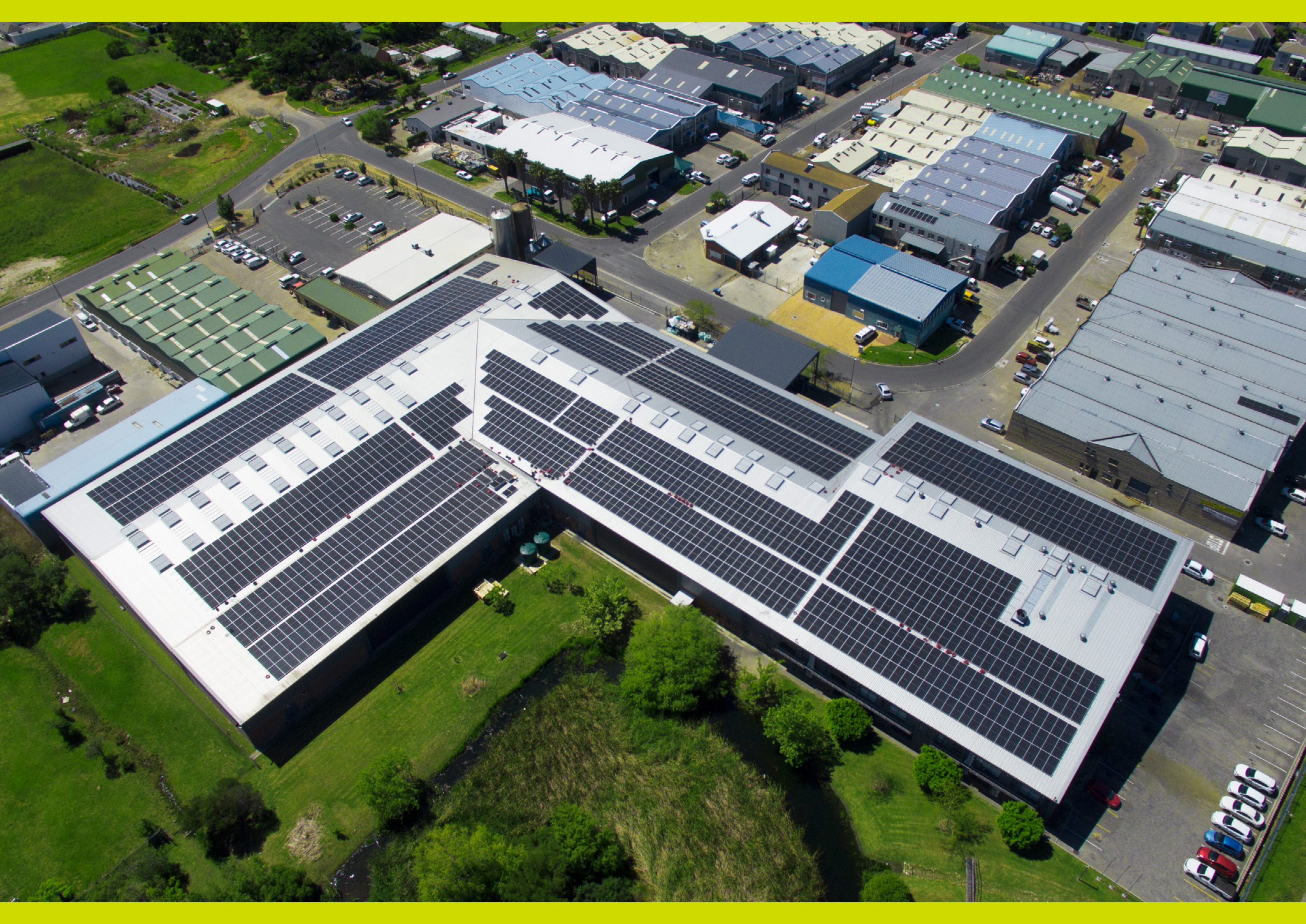
### Tenant



ALPLA is an Austrian international plastics manufacturer. They are a world leader in developing and producing innovative plastic packaging solutions, such as bottles, bottle caps and injection molded parts for a variety of industries.











## Urban Growth Park, Springfield, Cape Town



The property was acquired in 2022. The property offers excellent development opportunities.

SAB is currently the tenant and they use the facility as a logistics hub for its transport partner, FADEL.

*“Urban Growth is driven by the passion to develop spaces for people and businesses looking for an environment where their specific requirements are not only met, but exceeded.”*



## Property Summary

**TOTAL SIZE (SQM):** 23 054

**TOTAL TENANTS:** 1

**ANCHOR TENANT:** SOUTH AFRICAN BREWERIES

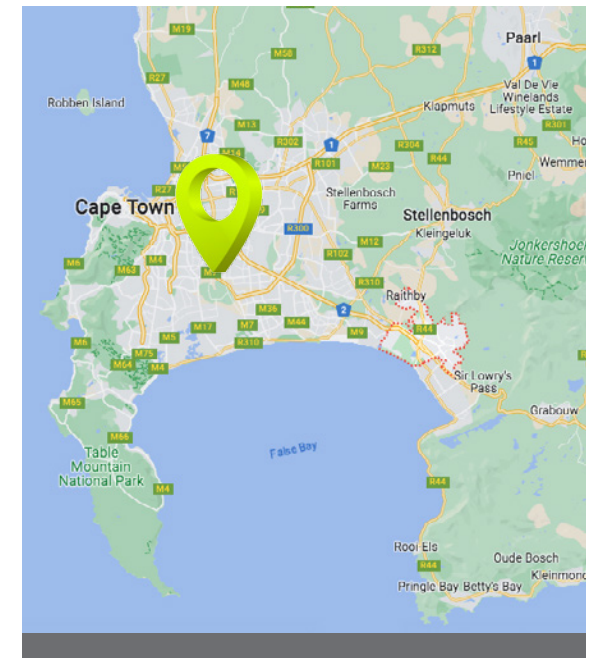
**LEASE TERM REMAINING:** 5 YEARS

**TYPE LEASE:** TRIPLE NET LEASE

**OTHER:** 30 KVA GENERATOR

**VALUATION (JULY 2023):** R66 000 000

## Site Location



## Property Details

The property is an A-grade industrial warehouse space with offices and an ablution block for truck drivers. There is also a large yard for trucks to park and turn around within the premises.

The property also houses its own fueling station, which is a necessity for the tenant allowing its trucks to refuel in its yard. They are also able to service trucks on-site, making it easier and more efficient to get trucks back on the road.

## Tenant



South African Breweries is a major brewery headquartered in Johannesburg, South Africa. It is of Anheuser-Busch InBev.

The company owns over 200 beer brands, including Budweiser and Bud Light, Corona, and Stella Artois, to name a few.

The facility is currently used by SAB's transport partner, FADEL.









## Urban Growth Park, Epping, Cape Town



Epping is a brilliantly located property on the Epping main intersection in Cape Town.

It is a highly visible site. The current tenant is Isuzu who have successfully operated from the property for many years now.

*“Climb the  
mountain so you  
can see the world,  
not so the world  
can see you.”*

DAVID MUCCULLOUGH JR.

## Property Summary

**TOTAL SIZE (SQM):** 14 000 (1.3659 HECTARES)

**TOTAL TENANTS:** 1

**ANCHOR TENANT:** CFAO MOTORS

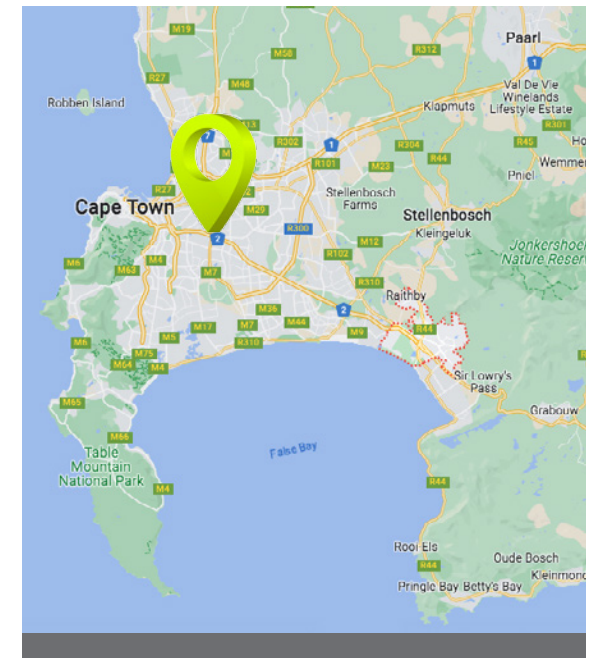
**LEASE TERM REMAINING:** 5 YEARS

**TYPE LEASE:** TRIPLE NET LEASE

**OTHER:** 30 KVA SOLAR PLANT WITH  
1 X 350 KVA GENERATOR

**VALUATION (JULY 2023):** R110 000 000

## Site Location



## Property Details

The property was specifically designed for Isuzu's truck sales and repair centre. It is an L-shaped property that was designed specifically for Isuzu's needs.

Tremendous opportunity exists for signage revenue.

## Tenant



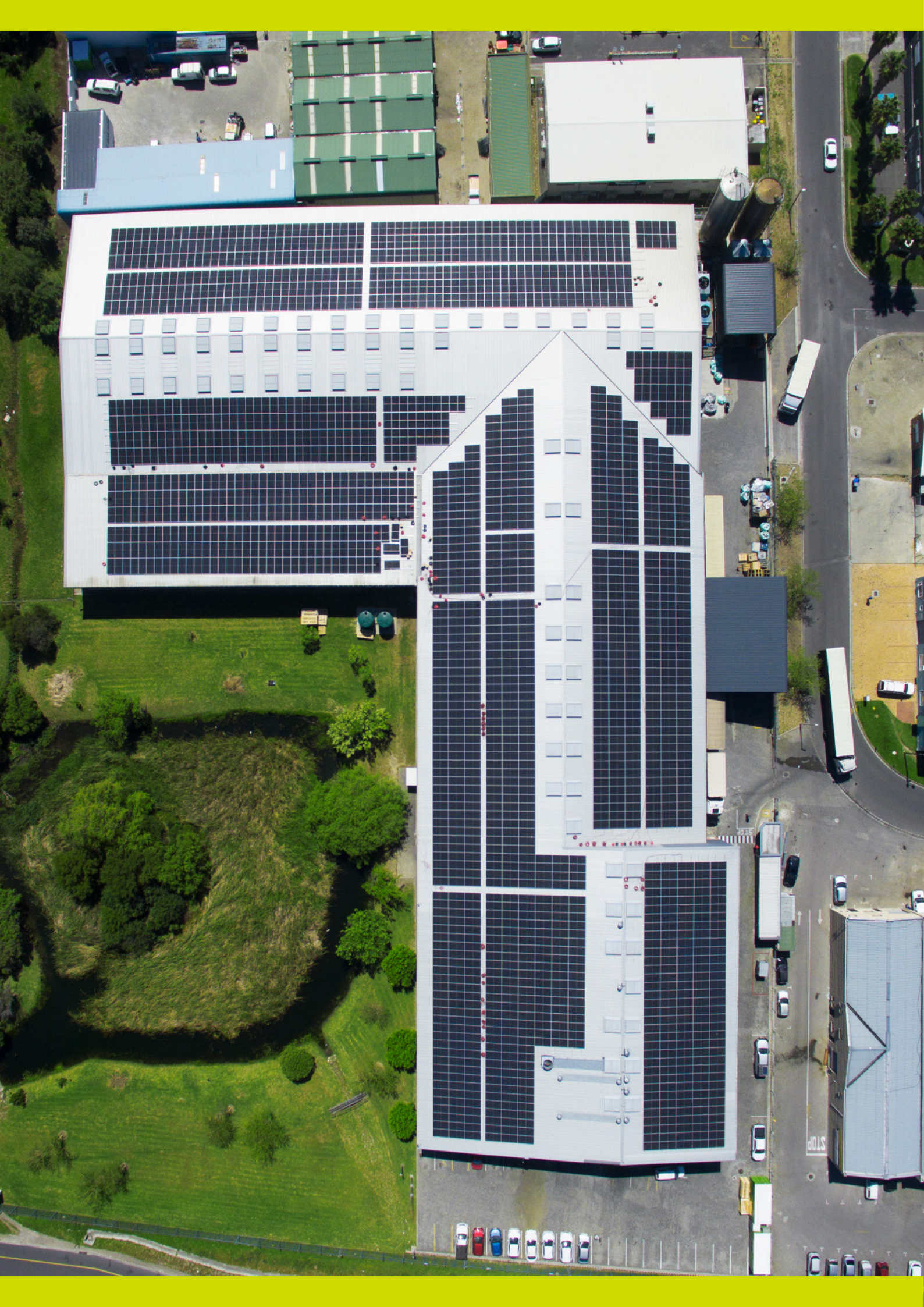
CFAO Motors (Trading as Isuzu). Isuzu trucking division operates out of this Epping property.

CFAO is a highly successful business and is a subsidiary of Toyota worldwide.

**ISUZU**







## *Bastion Real Estate Partnership* investment strategy.



**bas-tion** **bas-ch** n. : a fortified area or position. It comes from the Italian verb “bastire”, meaning “to build.”

Skybound Capital established the Bastion Real Estate Partnership with this principle in mind: fortified investment with stable, consistent returns.

The Partnership invests directly in local real estate -predominantly comprised of distribution warehouses, last-mile logistics. The tenants of these properties are large multinational and/or listed companies with strong financial ratings.

The Bastion Real Estate Partnership provides investors with transparent pricing and quarterly updates. This investment strategy aims to achieve an annualised return of 14% -15% per annum.

Skybound Capital, acting as the GP to the Partnership, is now raising R200 million to fund the expansion of the portfolio of properties within the Bastion Real Estate Partnership.

## *WHAT IS THE STRATEGY'S AIM?*

The Partnership's objective is to generate a reliable, predictable and growing income stream, with capital growth, primarily through investment in specific and uniquely South African real estate using debt instruments backed by property assets.

## *100% DEBT*

**15% equity participation on exit**







Urban Growth is proactive in *implementing solar energy* for all our properties.



Urban Growth has off-the-grid energy capabilities at all its properties. This is an investment into future clean energy and enhances the tenant retention strategies. Our properties are sought after as energy is guaranteed. It is a premium investment for Urban Growth.

*All our properties contain solar energy.*



*“Solar power is going to be absolutely essential to meeting our growing energy demands.”*

**R A M E Z   N A A M**







Urban Growth has *directly managed the development* of many notable properties in South Africa.



### Parow Valley Centre

The popular local shopping centre, was successfully revamped in 2016. This major revamp included the acquiring of an adjacent property which was rezoned and consolidated into the main erf. This asset was redeveloped in conjunction with our partners Fairvest Property Fund Ltd. Urban Growth has subsequently acquired the entire property from Fairvest effective 1 October 2021 and sold in October 2022.

### Macassar Retail Centre

Urban Growth was the driving force behind the acquisition and major revamp of the 6 000m<sup>2</sup> Macassar Retail Centre situated in Macassar near Somerset West in the Western Cape. This redevelopment was done in conjunction with our partners Fairvest Property Fund Ltd. This property was sold in July 2021.

*“The visionary starts with a clean sheet of paper, and re-imagines the world.”*

MALCOLM GLADWELL

### Portside

The Portside Tower, located in the nucleus of Cape Town's business and entertainment hub boasts as the city's tallest building and has AAA grade office space to let. This five star Green Star rated Building offers spacious open plan layouts and incomparable views of the harbor, city and mountains. Urban Growth as primary deal maker, performed the concept design and promotion of the building on behalf of its main client - First Rand Group.

### Winelands Centre

Urban Growth developed this 3 000m<sup>2</sup> Centre. It was the first Shoprite Mini developed as a Greenfields Project in South Africa. A project finished in budget and on deadline. The development centred around the Shoprite and Shoprite Liquor Store, substantially altered the urban fabric of the Klappmuts areas in and around Stellenbosch. This property was sold in 2018.







### *At the heart of Urban Growth*

is our ability to give back to society. We have a number of charities and community ventures that we support.



## **B** | Bridges

### *Bridges Retreat Centre, Sans Souci Girls High and Golf Played*

At the heart of Urban Growth is the development of the communities in the surrounding areas and throughout Cape Town. Most notably has been the recent development and support for the Bridges Retreat Centre and Sans Souci Girls High School among other various developments.

Urban Growth plays a strategic role in their growth and development.



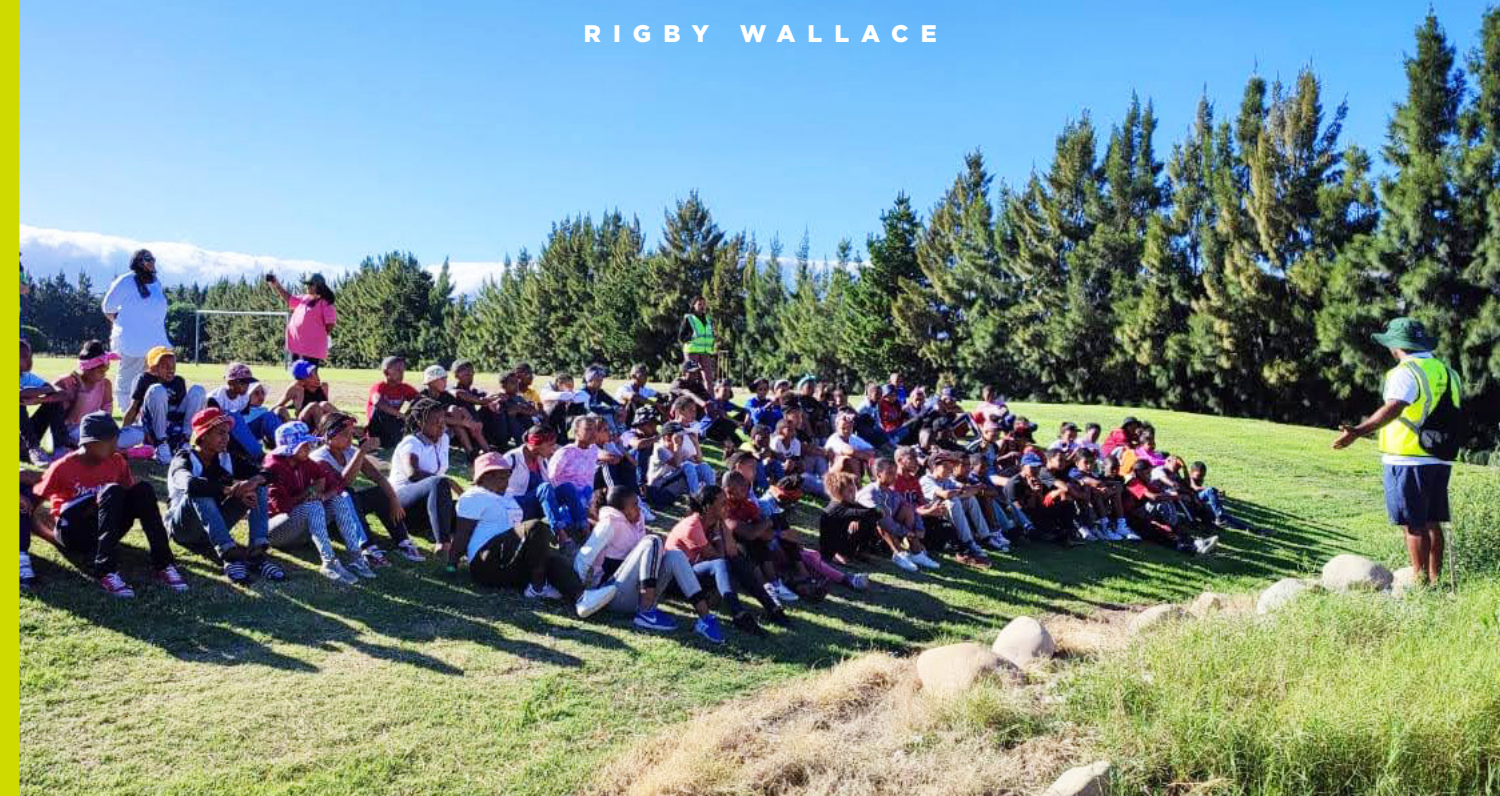
*“Our purpose is  
to provide enriching  
educational camp  
experiences for children  
from under-resourced  
communities, where they  
develop values and life  
skills that will positively  
impact the trajectory  
of their lives.”*

**BRIDGES RETREAT CENTRE**



*“We provide a glimpse of  
hope in a sea of despair.”*

**RIGBY WALLACE**





Urban Growth Property *group of companies* is made up of the following South African and foreign registered companies:



**1. Urban Growth Property Holdings (Pty) Ltd**

Registration Number: 2009/017507/07

**2. Urban Growth Developments (Pty) Ltd**

Registration Number: 2009/024519/07

**3. Urban Growth Logistics (Pty) Ltd**

Registration Number: 2022/274355/07

**4. Urban Growth Investments (Pty) Ltd.**

Registration Number: 2014/263973/07

**5. RG9 Investments (Pty) Ltd**

Registration Number: 2009/024518/07

**6. Urban Growth Logistics LLC**

Registered in Atlanta, USA.







## Contact us



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